

FINANCIAL REPORT NAVIGATION



**INCOME
STATEMENT**



**BALANCE
SHEET**



**CASH FLOW
STATEMENT**



**AGE TRIAL
BALANCE**



**FINANCIAL
DETAILS**



**REVENUE
INSIGHTS**

Income Statement

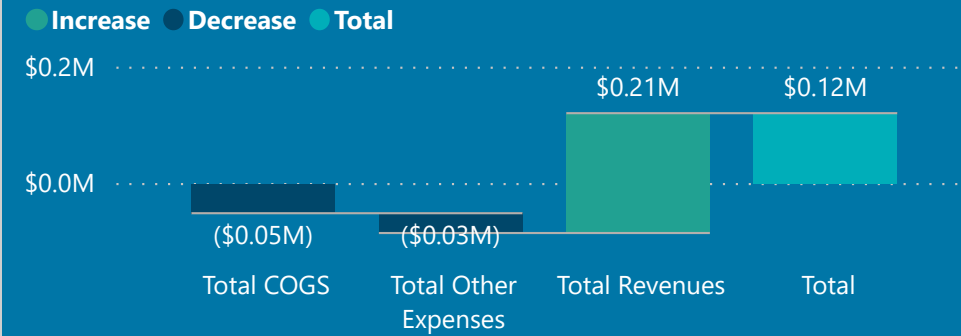
2015

2016

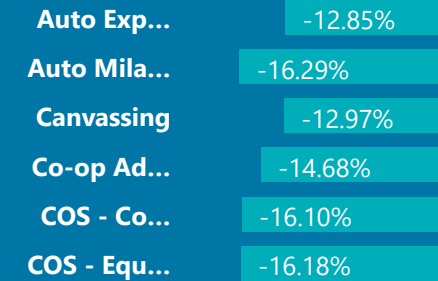
2017

2018

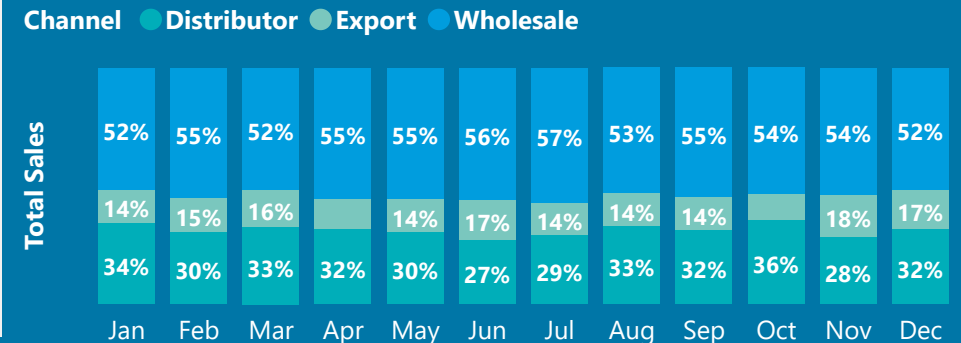
Selected Year Actuals by Items (Normalized)



TY vs PY Actuals% by Income Statement Items



Total Sales by Short Month and Channel



Income Statement Items	Selected Year Actuals	Previous Year Actuals	TY vs PY Actuals	TY vs PY Actuals%
Distributor	\$64,523	\$53,205	\$11,318	21.27%
Export	\$30,105	\$25,277	\$4,828	19.10%
Wholesale	\$111,366	\$92,669	\$18,697	20.18%
Total Revenues	\$205,995	\$171,152	\$34,843	0.02%
COS - Commissions	(\$7,610)	(\$6,554)	(\$1,055)	-16.10%
COS - Equipment	(\$484)	(\$417)	(\$67)	-16.18%
COS - Labor Burden	(\$539)	(\$465)	(\$74)	-15.88%
COS - Materials	(\$13,520)	(\$11,776)	(\$1,744)	-14.81%
COS - Other Costs	(\$3,044)	(\$2,667)	(\$377)	-14.12%
COS - Prize Fund	(\$1,916)	(\$1,646)	(\$271)	-16.44%
COS - Prize Fund Constr.	(\$1,425)	(\$1,203)	(\$222)	-18.44%
COS - Referral Fund	(\$372)	(\$321)	(\$51)	-15.92%
COS - Repair Fund	(\$701)	(\$605)	(\$97)	-15.97%
COS - Subcontractors	(\$20,470)	(\$17,377)	(\$3,093)	-17.80%
Total COGS	(\$50,080)	(\$43,030)	(\$7,050)	0.02%
Total Gross Profit	\$155,914	\$128,121	\$27,793	0.02%
Gross Profit %	75.69%	74.86%		0.83%
Depreciation Expense	(\$510)	(\$442)	(\$68)	-15.34%
Sales - Fleet Depreciation	(\$242)	(\$210)	(\$32)	-15.23%
Education	(\$73)	(\$64)	(\$9)	-14.14%
Sealer Material	(\$272)	(\$235)	(\$37)	-15.66%
Fuel Expense - Const.Admin	(\$374)	(\$326)	(\$47)	-14.47%
Insurance - Auto/Property	(\$9)	(\$8)	(\$1)	-13.10%
Insurance - Health	(\$692)	(\$586)	(\$106)	-18.13%
Insurance - Liability/Umbrella	(\$65)	(\$56)	(\$9)	-16.05%
Insurance - Life	(\$15)	(\$13)	(\$2)	-16.24%
Insurance-Workers Comp	(\$232)	(\$202)	(\$30)	-14.85%



Review the Financial Insights of your Business

Balance Sheet

Select a Year to be Analysed

2014

2015

2016

2017

2018

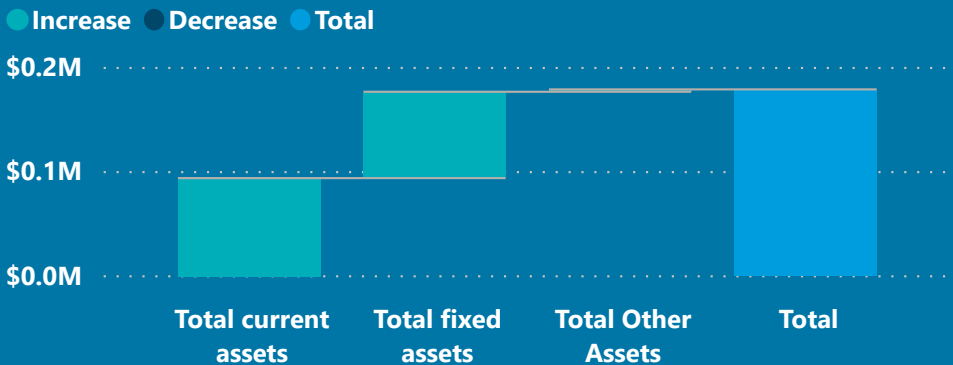
2019



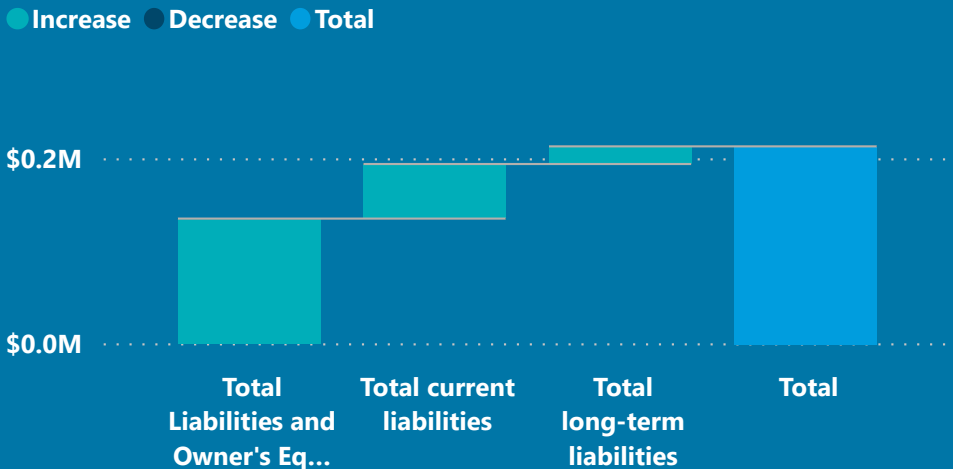
Balance Sheet Items	2014	2015	2016	2017	2018
Cash	\$11,874.00	\$11,875.15	\$11,876.30	\$11,877.45	\$11,878.60
Accounts receivable	\$4,215.00	\$4,216.15	\$4,217.30	\$4,218.45	\$4,219.60
Inventory	\$2,145.00	\$2,146.15	\$2,147.30	\$2,148.45	\$2,149.60
Prepaid expenses	\$354.00	\$355.15	\$356.30	\$357.45	\$358.60
Short-term investments	\$254.00	\$255.15	\$256.30	\$257.45	\$258.60
Total current assets	\$18,842.00	\$18,847.75	\$18,853.50	\$18,859.25	\$18,865.00
Long-term investments	\$1,208.00	\$1,209.15	\$1,210.30	\$1,211.45	\$1,212.60
Property, plant, and equipment (Less accumulated depreciation)	\$15,340.00	\$15,341.15	\$15,342.30	\$15,343.45	\$15,344.60
Intangible assets	(\$2,200.00)	(\$2,198.85)	(\$2,197.70)	(\$2,196.55)	(\$2,195.40)
Total fixed assets	\$16,563.00	\$16,567.60	\$16,572.20	\$16,576.80	\$16,581.40
Deferred income tax	\$386.00	\$388.30	\$390.60	\$392.90	\$395.20
Other	\$435.00	\$438.45	\$441.90	\$445.35	\$448.80
Total Other assets	\$458.00	\$460.30	\$462.60	\$464.90	\$467.20
Total Assets	\$35,863.00	\$35,875.65	\$35,888.30	\$35,900.95	\$35,913.60
Accounts payable	\$8,060.00	\$8,061.15	\$8,062.30	\$8,063.45	\$8,064.60
Short-term loans	\$200.00	\$201.15	\$202.30	\$203.45	\$204.60
Income taxes payable	\$3,145.00	\$3,146.15	\$3,147.30	\$3,148.45	\$3,149.60
Accrued salaries and wages	\$50.00	\$51.15	\$52.30	\$53.45	\$54.60
Unearned revenue	\$333.00	\$334.15	\$335.30	\$336.45	\$337.60
Current portion of long-term debt	\$0.00	\$1.15	\$2.30	\$3.45	\$4.60
Total current liabilities	\$11,788.00	\$11,794.90	\$11,801.80	\$11,808.70	\$11,815.60
Long-term debt	\$3,450.00	\$3,451.15	\$3,452.30	\$3,453.45	\$3,454.60
Deferred income tax	\$386.00	\$388.30	\$390.60	\$392.90	\$395.20
Other	\$435.00	\$438.45	\$441.90	\$445.35	\$448.80
Total long-term liabilities	\$3,813.00	\$3,816.45	\$3,819.90	\$3,823.35	\$3,826.80
Owner's investment	\$7,178.00	\$7,179.15	\$7,180.30	\$7,181.45	\$7,182.60
Retained earnings	\$4,200.00	\$4,200.15	\$4,201.30	\$4,202.45	\$4,203.60

Balance Sheet Items	2014	2015	2016	2017	2018
Debt Ratio (Total Liabil...	0.44	0.44	0.44	0.44	0.44
Current Ratio (Current ...	1.60	1.60	1.60	1.60	1.60
Working Capital (Curre...	7054	7053	7052	7051	7049
Assets-to-Equity Ratio ...	3.10	3.10	3.10	3.10	3.10
Debt-to-Equity Ratio (T...	1.35	1.35	1.35	1.35	1.35

Total Assets



Total Liabilities





Review the Financial Insights of your Business

Cash Flow Statement

Cash Flow Items	2014	2015	2016	2017	2018
Cash receipts from customers	\$693,200	\$797,180	\$916,757	\$1,054,271	\$1,212,411
Inventory purchases	\$264,000	\$303,600	\$349,140	\$401,511	\$461,738
General operating expens...	\$112,000	\$128,800	\$148,120	\$170,338	\$195,889
Wage expenses	\$123,000	\$141,450	\$162,668	\$187,068	\$215,128
Interest	\$13,500	\$15,525	\$17,854	\$20,532	\$23,612
Income taxes	\$32,800	\$37,720	\$43,378	\$49,885	\$57,367
Net Cash Flow from Operations	\$147,900	\$170,085	\$195,598	\$224,937	\$258,678
Sale of property and equi...	\$33,600	\$38,640	\$44,436	\$51,101	\$58,767
Collection of principal on ...	\$0	\$0	\$0	\$0	\$0
Sale of investment securit...	\$0	\$0	\$0	\$0	\$0
Purchase of property and...	(\$75,000)	(\$86,250)	(\$99,188)	(\$114,066)	(\$131,175)
Making loans to other en...	\$0	\$0	\$0	\$0	\$0
Purchase of investment s...	\$0	\$0	\$0	\$0	\$0
Net Cash Flow from Investing Activities	(\$41,400)	(\$47,610)	(\$54,751)	(\$62,964)	(\$72,409)
Issuance of stock	\$20,000	\$23,000	\$26,450	\$30,417	\$34,980
Borrowing	\$35,000	\$40,250	\$46,288	\$53,231	\$61,215
Repurchase of stock (treas...	\$0	\$0	\$0	\$0	\$0
Repayment of loans	(\$34,000)	(\$39,100)	(\$44,965)	(\$51,710)	(\$59,466)
Dividends	(\$53,000)	(\$60,950)	(\$70,093)	(\$80,606)	(\$92,697)
Net Cash Flow from Financing Activit...	(\$32,000)	(\$36,800)	(\$42,320)	(\$48,668)	(\$55,968)
Net Increase in Cash	\$74,500	\$85,675	\$98,526	\$113,305	\$130,301
Cash at Beginning of Year	\$15,700	\$18,055	\$20,763	\$23,878	\$27,459
Cash at End of Year	\$90,200	\$103,730	\$119,289	\$137,183	\$157,760

Select a Year to be Analysed

2014

2015

2016

2017

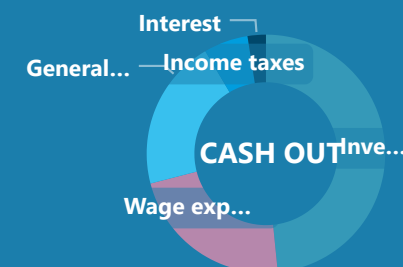
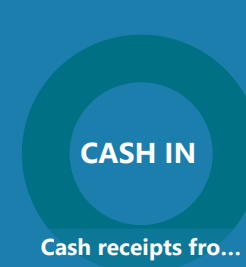
2018

2019

2020

Cash Flow Items	2014	2015	2016	2017	2018
Net Cash Flow from ...	\$147,900	\$170,085	\$195,598	\$224,937	\$258,678
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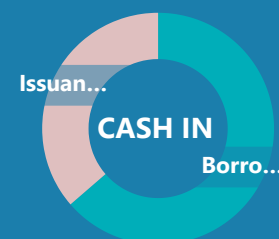
OPERATIONS ACTIVITIES



INVESTING ACTIVITIES



FINANCING ACTIVITIES





Review the Financial Insights of your Business Select a Date to be Analysed

Age Trial Balance

12/19/2018

12/31/2020

Groups	Receivables Per Group
Age 1-30 Days	\$725,163
Age 31-60 Days	\$650,201
Age 61-90 Days	\$651,231
Age 90+ Days	\$2,351,632

Customer Names	Invoice Number	Due Date	Age 1-30 Days	Age 31-60 Days	Age 61-90 Days	Age 90+ Days
[-] Accord Group	[-] Inv00092	7/30/2019				\$4,709
	[-] Inv00607	3/14/2019			\$9,925	
	[-] Inv00796	6/18/2019				\$10,210
	[-] Inv01667	3/3/2019			\$7,239	
[-] Accudial Company	[-] Inv00303	9/27/2019				\$10,312
	[-] Inv00423	1/1/2019	\$10,622			
	[-] Inv01837	4/24/2019				\$9,202
	[-] Inv01946	7/5/2019				\$9,511
[-] Actavis Company	[-] Inv01247	4/24/2019				\$8,790
	[-] Inv02517	6/22/2019				\$2,881
[-] Aibox Company	[-] Inv00412	1/21/2019		\$8,588		
	[-] Inv00472	3/23/2019				\$1,579
	[-] Inv00711	9/11/2019				\$9,994
	[-] Inv00801	4/24/2019				\$4,459
	[-] Inv01511	5/8/2019				\$3,973
	[-] Inv01943	3/6/2019			\$3,888	
	[-] Inv02805	1/10/2019	\$6,270			
	[-] Inv01075	4/16/2019				\$4,433
[-] Aimbo Corp	[-] Inv01494	12/21/2018	\$9,577			
	[-] Inv01681	10/1/2019				\$8,744
	[-] Inv02021	7/16/2019				\$5,896
	[-] Inv02300	7/15/2019				\$8,652
	[-] Inv02661	2/4/2019		\$10,390		
[-] Aldi Ltd	[-] Inv00205	1/4/2019	\$9,085			
	[-] Inv00778	4/15/2019				\$5,925
	[-] Inv01639	2/3/2019		\$3,671		
	[-] Inv02184	1/29/2019		\$8,224		

732

\$4.36M

Outstanding Invoices

Invoice Value

Customer Names	Invoice Number	Due Date	Days Left	Invoice Values
Army Group	Inv00449	11/9/2019	325	3420
Pfizer Corp	Inv00623	11/5/2019	321	4391
Zoonoodle Ltd	Inv02461	10/30/2019	315	4712
Wordpedia Ltd	Inv01315	10/29/2019	314	2236
Bath Group	Inv00384	10/17/2019	302	3747
Ascend Ltd	Inv02321	10/15/2019	300	7720
Livepath Corp	Inv02481	10/14/2019	299	3547
Mydeo Ltd	Inv01708	10/12/2019	297	3058
Twimbo Company	Inv01537	10/12/2019	297	6117
Army Group	Inv01829	10/9/2019	294	6462
Vitz Company	Inv01921	10/8/2019	293	8124
Safecor Corp	Inv00746	10/6/2019	291	4653
Wordpedia Ltd	Inv00321	10/6/2019	291	6498
Meejo Corp	Inv00651	10/4/2019	289	2389
Aimbo Corp	Inv01681	10/1/2019	286	8744
Dazzlesphe Corp	Inv02156	10/1/2019	286	9862
Mita Corp	Inv00715	10/1/2019	286	1725
Accudial Company	Inv00303	9/27/2019	282	10312
Vitz Company	Inv02578	9/27/2019	282	2778
Vinte Group	Inv01299	9/18/2019	273	7004
Nlounge Ltd	Inv02261	9/17/2019	272	4033



Review the Financial Insights of your Business **Actuals**

Select a Year to be Analysed

Financial Details

% to
Revenue

Actuals

VS Last Year

2014

2015

2016

2017

2018

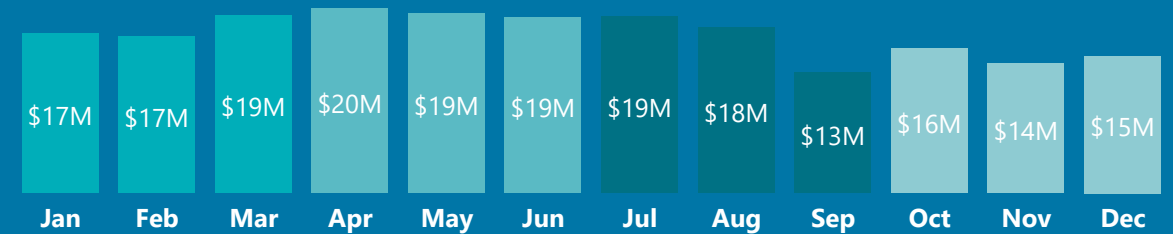
2019

2020

Income Statement Items	Q1	Q2	Q3	Q4	Annual Totals
Distributor	17,316.70	17,320.97	15,607.25	14,278.37	64,523.30
Export	7,910.70	8,616.83	6,891.75	6,686.03	30,105.31
Wholesale	28,048.60	32,287.09	27,508.84	23,521.68	111,366.21
Total Revenues	53,276.00	58,224.89	50,007.84	44,486.08	205,994.82
COS - Commissions	-1,873.07	-2,002.65	-1,842.37	-1,891.42	-7,609.51
COS - Equipment	-119.35	-134.45	-116.68	-113.77	-484.24
COS - Labor Burden	-128.83	-145.56	-132.33	-131.87	-538.59
COS - Materials	-3,229.46	-3,732.60	-3,301.41	-3,256.61	-13,520.08
COS - Other Costs	-725.81	-824.34	-750.59	-743.06	-3,043.80
COS - Prize Fund	-470.45	-534.62	-460.50	-450.76	-1,916.32
COS - Prize Fund Constr.	-353.48	-387.20	-340.46	-343.76	-1,424.89
COS - Referral Fund	-90.29	-99.99	-89.77	-91.50	-371.55
COS - Repair Fund	-168.91	-191.44	-170.99	-170.12	-701.46
COS - Subcontractors	-5,144.52	-5,497.39	-4,829.41	-4,998.66	-20,469.97
Total COGS	-12,304.15	-13,550.24	-12,034.49	-12,191.53	-50,080.41
Total Gross Profit	40,971.85	44,674.65	37,973.35	32,294.55	155,914.40
Gross Profit %	76.90%	76.73%	75.93%	72.59%	75.69%
Depreciation Expense	-119.76	-137.36	-127.28	-125.46	-509.85
Sales - Fleet Depreciation	-58.75	-66.69	-59.45	-57.18	-242.07
Education	-17.89	-19.76	-17.93	-17.87	-73.44
Sealer Material	-66.11	-73.13	-66.61	-65.80	-271.65
Fuel Expense - Const.Admin	-87.63	-102.05	-92.38	-91.67	-373.72
Insurance - Auto/Property	-2.11	-2.31	-2.13	-2.12	-8.68
Insurance - Health	-167.20	-189.42	-168.85	-166.68	-692.15
Insurance - Liability/Umbrella	-15.67	-17.58	-15.96	-15.46	-64.67
Insurance - Life	-3.56	-4.10	-3.56	-3.59	-14.82
Insurance-Workers Comp	-56.09	-62.29	-56.82	-56.35	-231.54
Liability Insurance	-58.96	-69.98	-64.22	-61.14	-254.30
Canvassing	-319.38	-361.53	-330.42	-319.90	-1,331.24
Co-op Advertising fee	-368.42	-412.73	-380.85	-373.98	-1,535.98
Direct Advertising Expense	-1,134.36	-1,257.63	-1,111.94	-1,129.79	-4,633.71

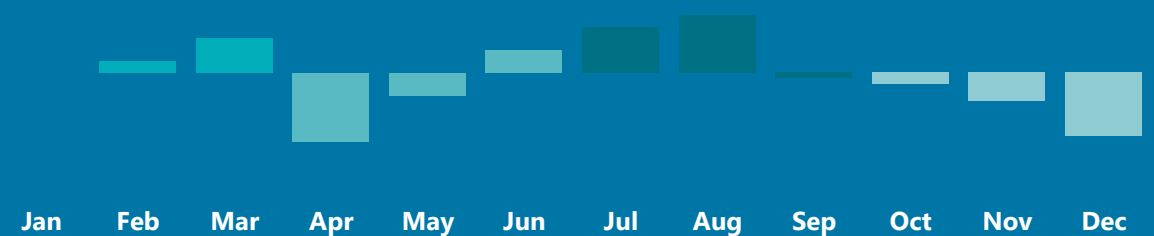
Total Sales by Short Month and Quarters

Quarters ● Q1 ● Q2 ● Q3 ● Q4



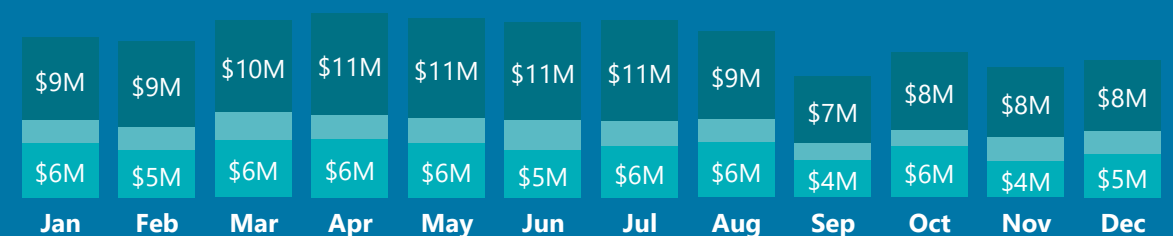
Sales TY vs LY by Short Month and Quarters

Quarters ● Q1 ● Q2 ● Q3 ● Q4



Total Sales by Short Month and Channel

Channel ● Distributor ● Export ● Wholesale



Channel

Distributor

Territory

Multiple selections

1/25/2017

10/2/2017

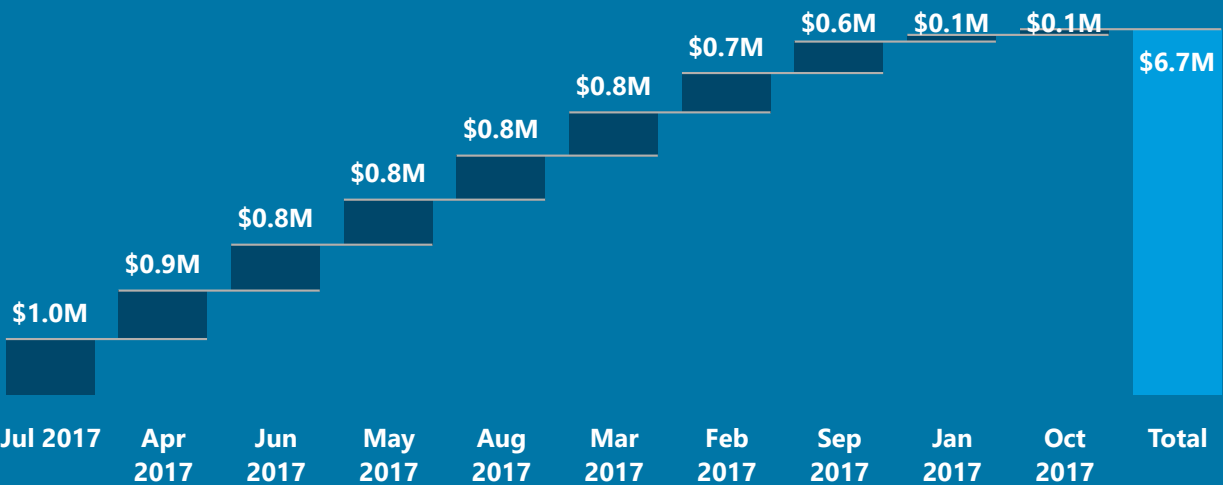
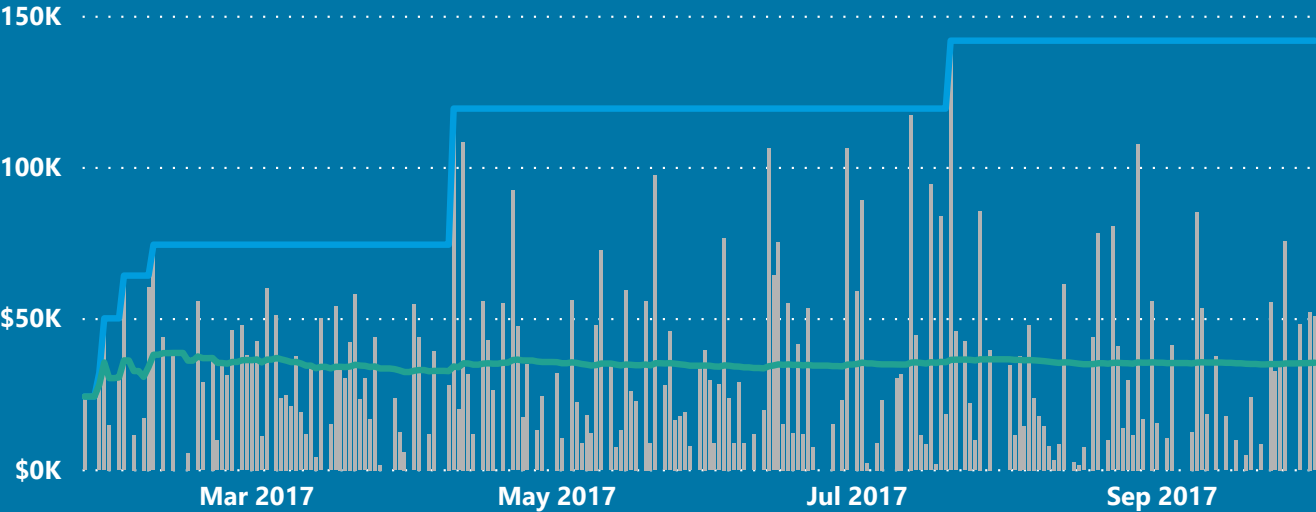


Revenue Insights

Total Sales by Month & Year

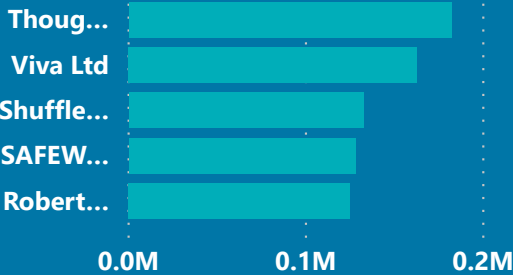
Total Sales Previous Highest Sales Rolling Average Sales

Increase Decrease Total



Date	City	Territory	Product Name	Customer Names	Total Profits	Total Margins	Total Sales
6/29/2017	Charters Towers	Queensland	Product 18	BTA Corp	\$35,354.63	49.0%	\$72,152
7/20/2017	Lake Macquarie	New South Wales	Product 2	Viva Ltd	\$28,461.60	40.0%	\$71,154
7/18/2017	Bundaberg	Queensland	Product 11	Browsebug Company	\$34,170.00	50.0%	\$68,340
8/27/2017	Townsville	Queensland	Product 1	Quimm Company	\$34,580.04	51.0%	\$67,804
8/19/2017	Wyong	New South Wales	Product 18	Kazu Corp	\$20,337.98	31.0%	\$65,606
6/15/2017	Alice Springs	Northern Territory	Product 16	Holston Company	\$10,008.19	16.0%	\$62,551
6/13/2017	Sydney	New South Wales	Product 21	ALK-Abello Ltd	\$33,538.86	54.0%	\$62,109
7/12/2017	Wyong	New South Wales	Product 18	Topiczoom Corp	\$19,424.64	32.0%	\$60,702
3/3/2017	Thuringowa	Queensland	Product 5	Roberts Company	\$15,024.75	25.0%	\$60,099
5/15/2017	Goulburn	New South Wales	Product 4	Family Corp	\$32,833.35	55.0%	\$59,697
7/2/2017	Lake Macquarie	New South Wales	Product 6	General Company	\$30,390.93	52.0%	\$58,444
7/12/2017	Lismore	New South Wales	Product 23	Thoughtmix Ltd	\$31,211.95	55.0%	\$56,749
7/26/2017	Griffith	New South Wales	Product 23	Thoughtmix Ltd	\$31,211.95	55.0%	\$56,749
5/4/2017	Albury	New South Wales	Product 11	Bluezoom Group	\$28,723.30	51.0%	\$56,320
6/17/2017	Gladstone	Queensland	Product 25	Ascend Ltd	\$29,334.81	53.0%	\$55,349
5/10/2017	Townsville	Queensland	Product 15	Media Corp	\$18,178.44	34.0%	\$53,466

Top 5 Customers by Customer Names



\$7M
Total Sales

Top 5 Cities by City



\$2.52M
Total Profits

37.9%
Profit Margins